

Message Text

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ORIGIN OPIC-06

INFO OCT-01 AF-06 IO-13 ISO-00 EB-07 AID-05 COME-00 /038 R

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R 131610Z APR 76
FM SECSTATE WASHDC
TO AMEMBASSY MBABANE
AMEMBASSY GABORONE
AMEMBASSY MASERU
AMEMBASSY PRETORIA
USMISSION USUN NY

UNCLAS STATE 088779

E.O. 11652: N/A

TAGS: EFIN

SUBJECT: OPIC PROMOTION OF U.S. INVESTMENT IN BLS
COUNTRIES

REF: MBABANE 374

1. OPIC BOARD RESOLUTION OF OCTOBER 27, 1971, STATED THAT
QUOTE MANAGEMENT IS DIRECTED TO MAKE A SPECIAL EFFORT TO
PROMOTE THOSE PROJECTS OF PARTICULAR SIGNIFICANCE IN
BOTSWANA, LESOTHO, AND SWAZILAND END QUOTE.

2. UNDER THIS DIRECTIVE, OPIC HAS BEEN INVOLVED IN A NUM-
BER OF SPECIAL PROMOTIONAL ACTIVITIES FOR THE BLS COUNTRIES,
OUTLINED BELOW.

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3. OPIC SPONSORED A TWO-MONTH ST'DY OF SPECIFIC U.S. IN-

VESTMENT OPPORTUNITIES IN BLS. R. LEONARD, THE STUDY'S AUTHOR AND OPIC CONSULTANT, TRAVELLED TO BLS WHERE HE IDENTIFIED OPPORTUNITIES THAT WERE PRESENTED TO OVER 200 U.S. COMPANY OFFICERS IN AFRICA, EUROPE AND U.S. BY LETTER, PHONE, AND PERSONAL VISIT.

4. SPECIFIC COUNTRY ACTIVITIES OUTLINED BELOW.

5. SWAZILAND: TINKABI TRACTOR - OPIC CONTACTED 60 ORGANIZATIONS; SEVERAL EXPRESSED ENOUGH INTEREST TO REQUIRE INDIVIDUAL FOLLOW-ON WORK; ONE FIRM WENT TO SWAZILAND, FOR WHOM OPIC WAS INVOLVED IN TRIP PLANNING AND SPECIAL SERVICES: OPIC CONTINUING TO WORK WITH INTERNATIONAL HARVESTER ON TINKABI POSSIBILITIES. BARITE DEPOSITS - OPIC IS ACTING AS CONTINUING LIAISON AND CONDUIT FOR IMCO SERVICES INTEREST.

6. BOTSWANA: CATTLE RANCHING - OPIC SPONSORED A STUDY BY CONSULTANT ALBERT KELLY OF LARGE SCALE CATTLE RANCHING OPPORTUNITIES IN THE NORTHERN STATE LANDS. THE STUDY WAS PRESENTED TO A NUMBER OF COMPETENT U.S. CATTLE RANCHING FIRMS, 30 OF WHICH WERE INVOLVED IN AN OPIC/LOCAL BANK SPONSORED SEMINAR IN COLLEGE STATION, TEXAS LATE 1974. EIGHT TO TEN FIRMS EXPRESSED INTEREST IN STUDYING THE OPPORTUNITY FURTHER, ONCE GOB DEVELOPED GOVERNMENT POLICY REGARDING USE OF THE NORTHERN STATE LANDS. GOB HAS YET TO FORMALIZE SUCH A POLICY. SODA ASH - OPIC CONTACTED A NUMBER OF U.S. COMPANIES TO PROMOTE EXPLOITATION OF THE SUA PAN SODA ASH DEPOSITS; OPIC HAS WORKED CLOSELY WITH GULF RESOURCES WHICH HAS EXPRESSED AN INTENTION TO DO SO AND WITH GOB (MIN. OF MINERAL RESOURCES), IN DEVELOPING A WORKABLE PROPOSAL; IN LIGHT OF THE U.S. SPONSOR'S LACK OF INTERNATIONAL EXPERIENCE, OPIC'S ROLE HAS BEEN KEY, AND INCLUDED VISITS TO THE U.S. SPONSORS BRINE OPERATION WITH MIN OF MIN RESOURCES GAOLATHE. DIAMOND CUTTING - OPIC IS PRESENTLY CONSIDERING FINANCIAL PARTICIPATION IN A DIAMOND CUTTING PROJECT WITH U.S. FIRM. HORTICULTURE - OPIC IS PRESENTLY ATTEMPTING TO ASSIST BDC IN PROMOTION OF POSSIBLE HORTICULTURE PROJECT. OPIC IS PROVIDING POLITICAL RISK INSURANCE TO THE BOTSWANA RST PROJECT AND TO GROVE

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INTERNATIONAL CORP.

7. LESOTHO: LNDC - OPIC ASSISTED GOL IN SEARCH FOR U.S. INVESTMENT ADVISOR TO LNDC. KISSINGER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: TRADE PROMOTION, INVESTMENT OPPORTUNITIES
Control Number: n/a
Copy: SINGLE
Draft Date: 13 APR 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976STATE088779
Document Source: CORE
Document Unique ID: 00
Drafter: F DKELLY
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760140-0201
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760466/aaaaceca.tel
Line Count: 111
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN OPIC
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 76 MBABANE 374
Review Action: RELEASED, APPROVED
Review Authority: oatisao
Review Comment: n/a
Review Content Flags:
Review Date: 23 JUN 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <23 JUN 2004 by SilvaL0>; APPROVED <01 SEP 2004 by oatisao>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: OPIC PROMOTION OF U.S. INVESTMENT IN BLS COUNTRIES
TAGS: EFIN, LT, BC, WZ, OPIC
To: MBABANE MULTIPLE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006